

Amendments to the Drawings:

The attached sheets of drawings include changes to Figs. 2A, 2B, 3, 14, 15 and 18. These sheets, which include Figs. 2A, 2B, 3, 14, 15, and 18, replace the original sheets including Figs. 2A, 2B, 3, 14, 15, and 18.

Attachment: Replacement Sheets

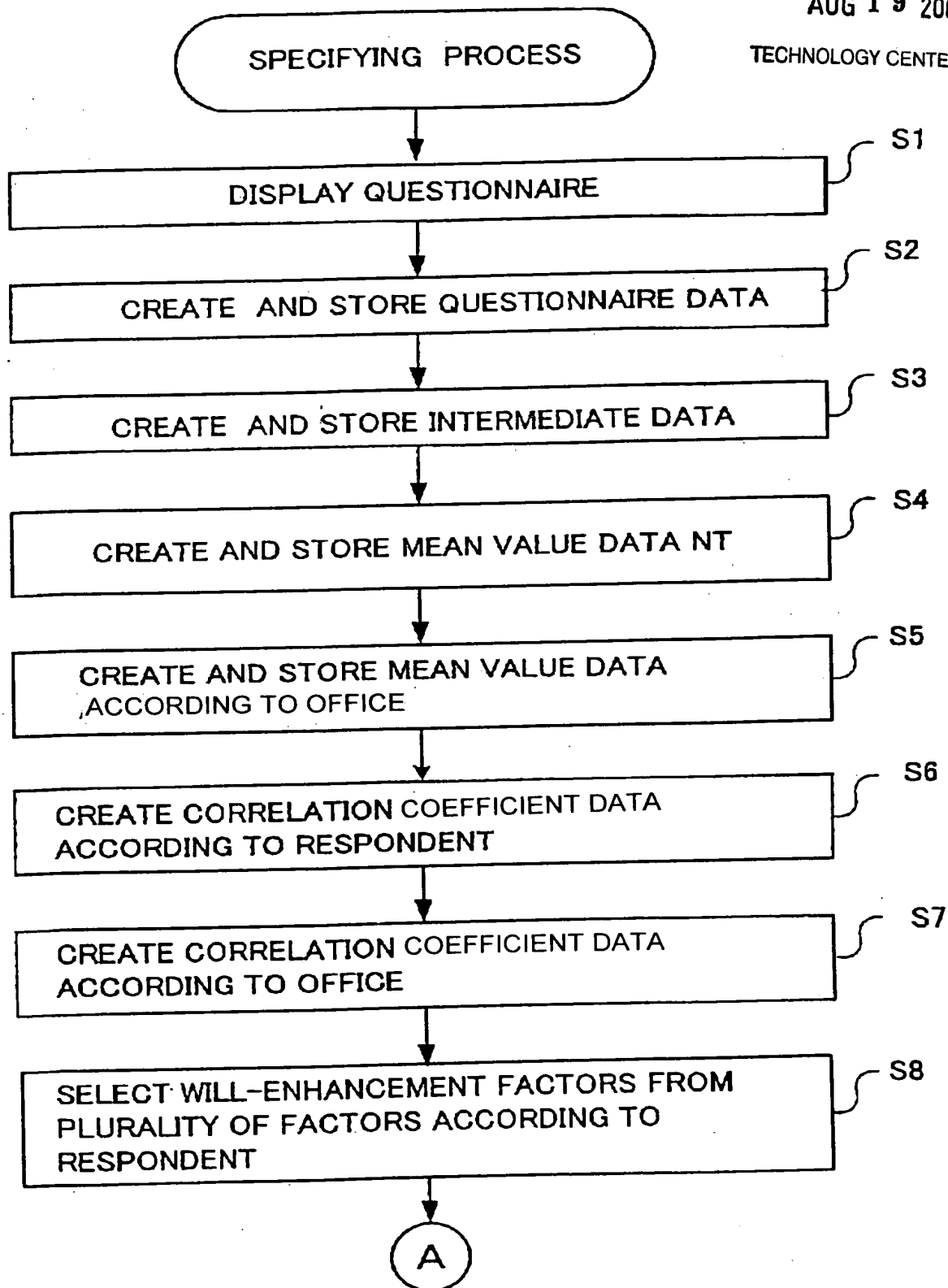


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FIG. 2A

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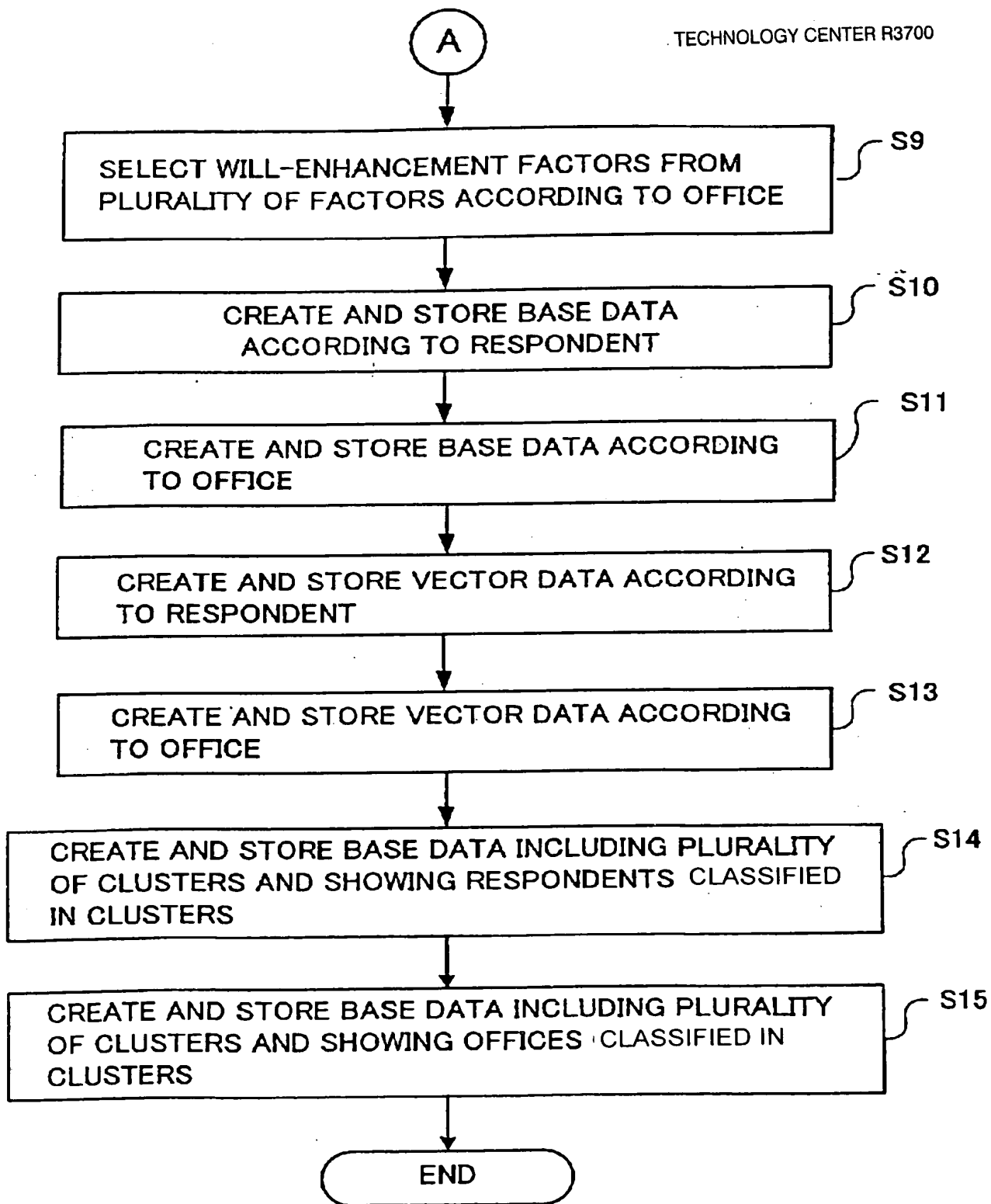
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FIG.2B

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FIG.3

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100

100a

100b

QUESTIONNAIRE

OFFICE 101a

RESPONDENT 102a

QUESTION 103a

106a

104a

1. STRONGLY

2. SOMEHOW

3. MAYBE OR MAYBE NOT

4. PROBABLY NOT

5. RARELY

NO QUESTION ANSWER

1. YOUR BOSS GIVES YOU POSITIVE APPRECIATION,
WHEN YOU GET ORDER

2. YOU HAVE GOOD KNOWLEDGE ABOUT THINGS
YOU ARE TRYING TO SELL

3 ...

4 ...

5 ...

6 ...

7 ...

8 ...

9 ...

10 ...

105a

CONTINUED



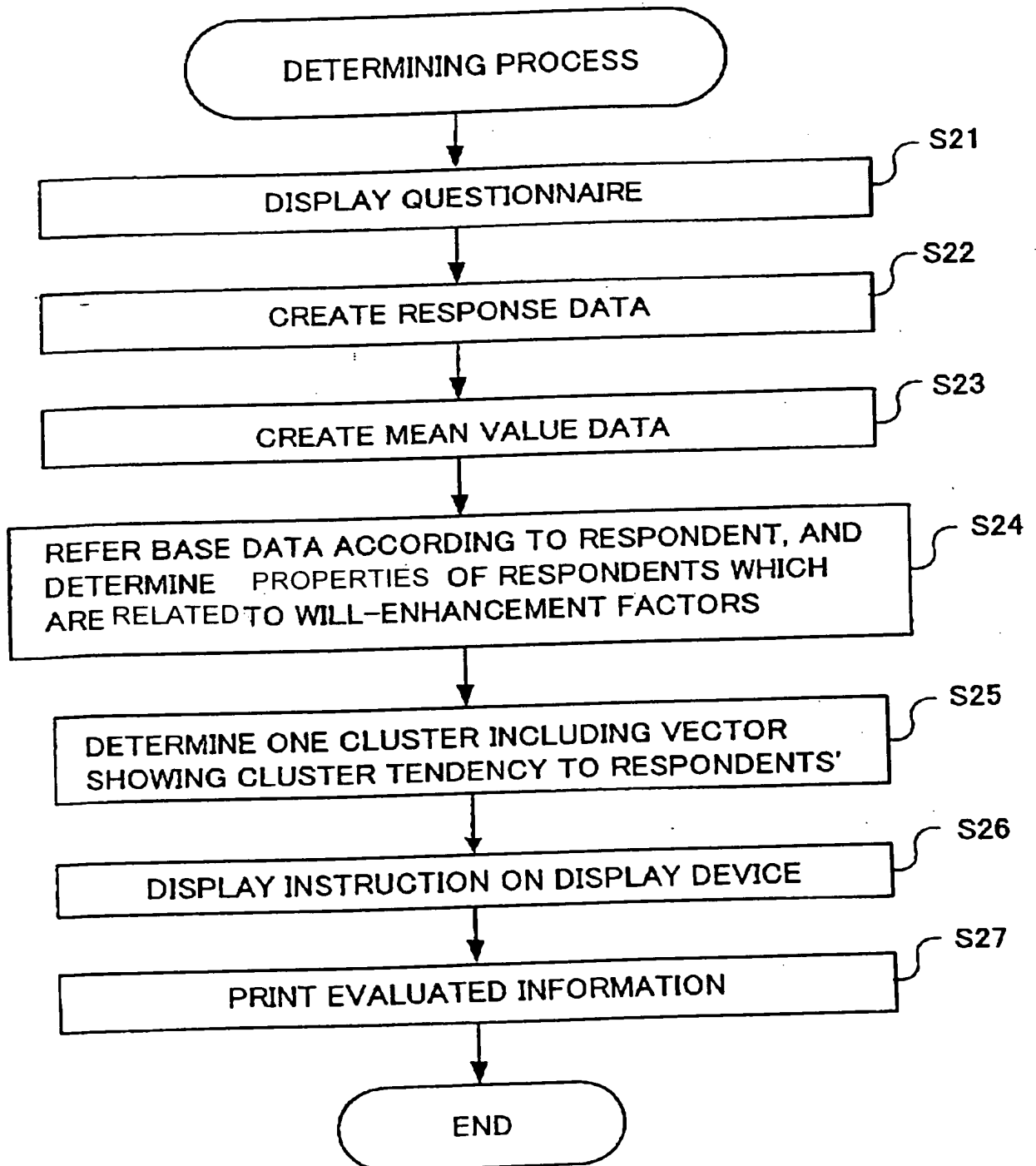
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FIG. 14

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FIG.15

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800

800a

800b

QUESTIONNAIRE

OFFICE 801a

RESPONDENT 802a

QUESTION 803a

1. STRONGLY

2. SOMEHOW

3. MAYBE OR MAYBE NOT

4. PROBABLY NOT

5. RARELY

806a

804a

NO QUESTION

1. YOUR BOSS GIVES YOU POSITIVE APPRECIATION, WHEN YOU GET ORDER

2. YOU HAVE GOOD KNOWLEDGE ABOUT THINGS YOU ARE TRYING TO SELL

3 . . .

4 . . .

5 . . .

6 . . .

7 . . .

8 . . .

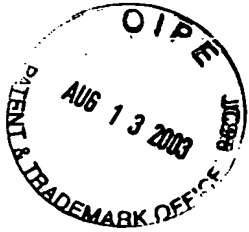
9 . . .

10 . . .

ANSWER

805a

CONTINUED



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FIG.18

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950

INSTRUCTION

1. YOUR WILL-ENHANCEMENT FACTOR 1 (COOPERATIVENESS) IS REMARKABLY LOW, TRY TO BE MORE COOPERATIVE
2. YOUR WILL-ENHANCEMENT FACTOR 5 (POSITIVE MIND) IS QUITE LOW, TRY TO BE MORE CONFIDENT WHAT YOU ARE DOING IN WORK-FORCE